

### Scope of Discussion

Revenue opportunities, space

Practices of other jurisdictions

Priority of use among various groups
Define groups
Paramaters of a partnership

Review staff recommendations for policies

Discuss sample rate structure

### Facility Revenue History (Gross)

```
FY03
                       $ 1,625
  Parks
                       $ 3,945
  Municipal Bldg.
  Recreation Classes
                       $21,580
 TPRC Rentals
                       $ 7,776
                       $31,284
 TPRC Contractors
FY04
                       $ 1,500
  Parks
                       $ 3,995
  Municipal Bldg.
  Recreation Classes
                       $29,818
 TPRC Rentals
                       $ 6,678
```

\$12,047

**TPRC Contractors** 

# Future Revenue Opportunities

- Programs
  Class Fees, Memberships
- **Grants**
- **Concessions**
- Partnerships
- Rentals

## Space Available in New Community

Appropriate for Rental
Dance Room
Theater
Reception Area
Multi-Purpose Room
Meeting Rooms (3)
Conference Room

Not for Rent
Teen Hangout Room
Game Room
Art Room
Senior Room
Computer Lab Rooms

### Goals for Policies

Simple to Administer

Fair

Convenient for the Public

### **Review Other Communities**

Wide range of rates - \$0 to \$120/hr.

Most communities charge for space

Peak/non peak is used inconsistently

Takoma Park is different!

### Other Jurisdictions

Montgomery County - 2 Categories

MC not for profit groups and orgs. of a service nature
Individuals or orgs.primarily social in nature, profit or non

Gaithersburg - 4 Categories (Peak/Non-Peak)
Individual Non-Profit Resident or Non-Resident,
Business/Commercial Resident or Non-Resident

Rockville - 3 Categories

Private Resident/Business, Non-Resident Groups,
Non-Profit Community Organizations

Greenbelt - 2 Categories Resident, Non-Resident

ICB - 6 Categories (Peak/Non-Peak)
Refer to Supplemental Info

## **Current Takoma Park Categories**

3 Categories w/ Sub-Categories and Peak/Non- Peak

#### Resident

Community Organization
Organization Meeting
Special Activity Weekday, Weekend
Non-Profit Fundraiser Weekday, Weekend

#### Non-Resident

Organization Meeting Weekday and Weekend Special Activities/Non-Profit Fundraisers, Weekday, Weekend

#### Commercial

Meeting Weekday, Weekend Special Activity/Fundraiser, Weekday, Weekend

### **Decision Points**

- ✓ Priority for facility use
- ✓ Define community groups
- ✓Outline criteria for partnerships

Then:

✓ Set Rates

## **Priority for Facility Use**

### Community Use Focus

Highest priority of space for groups, youth senior programs

Goal to serve primarily the Takoma Park community

OR

#### **Revenue Generation Focus**

Highest priority given to paying customers

Aggressive marketing of facility space

Permit alcohol in the building

One option may preclude the other

### Definition of User Groups

Categories of Users
Neighborhood Groups
Residents
501C3 Not for Profit
Community Group
Commercial
Peak/Non-Peak

Type of Function
Fundraiser
Profit
Admission
Social Events
Classes

## **Partnerships**

- Must be mutually beneficial
- Serve Takoma Park citizens
- Scholarships are made available
- Can be co-sponsor in grant application
- May involve payment

### Staff Recommendations

- 1. Identify criteria for community groups.
- 2. Registration 3x year and City functions have priority.
- 3. Put an annual cap on free use (6x/calendar year.)
- 4. Residents pay less than non-residents.
- 5. Establish solid win-win partnerships.
- 6. Charge staff time for outside normal hours of operation.
- 7. Use security deposit for Heffner and large events only.
- 8. Implement hourly rental instead of daily.
- 9. Re-vamp policies to clarify changes, apply to all facilities, then bring back to Council.

### Sample Rates for Multi-Purpose Rm\*

Community Use Focus

Resident \$20/hr
Non-Resident \$30/hr
Community Group 6 free/year

Revenue Generation Focus

Resident \$30/hr
Non-Resident \$40/hr
Res. Commercial \$60/hr
Non-Res. Commercial \$80/hr
Community Group 2 free/year, \$20/hr

\*For illustrative purposes only